

Message Text

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ORIGIN COME-00

INFO OCT-01 ARA-16 ISO-00 EB-11 SS-20 DOTE-00 RSC-01 /049 R

66617

DRAFTED BY: COM/OED/MEPD:JLSMITH

APPROVED BY: EB/OCA/REP:LAKLIEFORTH

COM/OED/MEPD:JRHEAGEN/JMSANDS

COM/BIC/OIM:TJOHNSON

ARA/BR:DKEMP

----- 019384

P R 182113Z JAN 74

FM SECSTATE WASHDC

TO AMCONSUL SAO PAULO PRIORITY

INFO AMEMBASSY BRASILIA

AMCONSUL RIO DE JANEIRO

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EO 11652: NA

TAGS: BMPE, BR

SUBJ: RAILWAY COMMUTER CARS FOR SAO PAULO

REF: SAO PAULO 92

FROM SMITH FOR CHAPIN

1. REFTEL RECEIVED JAN 17 AND PASSED ESTRADA AT BUDD.

2. DURING COURSE CONVERSATION RE BID DEADLINE, ESTRADA RAISED SEVERAL POINTS. HE REITERATED STATEMENTS IN HIS CORRESPONDENCE WITH CONGEN AND CARVALHO OF FEPASA THAT INTERNATIONAL TENDERS FOR RAILCARS CUSTOMARILY ALLOW 90 TO 120 DAYS BEFORE SUBMISSION DEADLINES. ESTRADA BELIEVES THREE LARGE COMPANIES CITED BY CARVALHO ARE ACTUALLY FRANCO BRASILIAN CONSORTIUM COMPOSED OF FRANCORAIL, CMTE, AND CEBRASMA. HE CLAIMS THAT TIGHT DEADLINE DESIGNED ELIMINATE COMPETITION FOR THIS GROUP WHICH MAY HAVE RECEIVED ADVANCE INFORMATION FROM FRENCH CONSULTANT, SOFRERAIL.

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WHILE WE HAVE NO INFORMATION WITH WHICH TO EVALUATE

ESTRADA'S CONTENTION, EXPERIENCE WITH SEVERAL PROJECTS THROUGHOUT WORLD INDICATES IT MAY BE ACCURATE. THE ACTIVITIES OF VARIOUS SOFRE GROUPS HAVE GENERATED SIMILAR COMPLAINTS FROM VARIETY OF US COMPANIES ENGAGED IN MANY TYPES INTERNATIONAL BUSINESS.

3. ESTRADA PLANS LEAVE US FOR SAO PAULA SUNDAY FOR JAN 21 MEETING WITH LOCAL CONSORTIUM WHICH ALREADY INVOLVED IN SAO PAULO METRO, I.E. BUDD, WABCO, WESTINGHOUSE, MAFERSA, AND VILLARES. BUDD PRESENTLY ATTEMPTING TO ARRANGE EXTENSION THROUGH BRAZILIAN MEMBERS OF CONSORTIUM. ESTRADA APPRECIATES ASSISTANCE IN THIS REGARD THAT CONGEN HAS PROVIDED; PLANS VISIT POST FOR DISCUSSION POSSIBILITY FURTHER STEPS. HOWEVER, WE EMPHASIZED THAT REFTEL INDICATES CONGEN ALREADY TAKING ALL APPROPRIATE MEASURES TO SUPPORT BUDD POSITION AND THAT ITS ASSESSMENT OF SITUATION PROBABLY ACCURATE.

4. EARLIER REPORTS FROM CONGEN ON BID INFORMATION HAVE BEEN PASSED TO QUALIFIED FIRMS BUT ONLY POSITIVE RESPONSE RECEIVED FROM BUDD. CONSEQUENTLY, WE ASSUME BUDD GROUP IS ONLY US ORGANIZATION ACTIVELY PURSUING BUSINESS. UNDER CIRCUMSTANCES, BELIEVE QUESTION OF BID EXTENSION CRUCIAL FOR US CHANCES OBTAIN FEPASA COMMUTER CAR BUSINESS.
EXEMPT FROM AUTOMATIC DECONTROL RUSH

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